

Message Text

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PAGE 01 STATE 022638
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FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA

UNCLAS STATE 022638

FOLLOWING REPEAT TOKYO 1296 ANTION SECSTATE USDOC INFO
BANGKOK CANBERRA KUALA LUMPUR MANILA RANGOON SEOUL SINGAPORE
SUVA TAIPEI WELLINGTON PAPAU AUCKLAND BRISBANE MELBOURNE
PERTH HONG KONG SYDNEY SURABAYA DTD 28 JAN

QTE

UNCLAS TOKYO 1296

E.O. 11652: N/A

TAGS: BEXP, OCON, SN

SUBJECT: EAST ASIA COMMERCIAL OFFICERS CONFERENCE

REF: STATE 10554

1. TOKYO IS HAPPY THAT CONFERENCE WILL CONSIDER ORGANIZA-
TION AND MANAGEMENT OF ECONOMIC/COMMERCIAL SECTIONS. WE
NOTE, HOWEVER, THAT UNDER THIS AGENDA ITEM SUBJECTS TO BE
DISCUSSED RELATE EXCLUSIVELY TO TRADITIONAL
COMMERCIAL SIDE OF SECTIONS.

2. WE HOPE DISCUSSION WILL INCLUDE MANAGEMENT OF INTE-
GRATED E/C SECTION, WITH WHICH TOKYO HAS HAD EXPERIENCE
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SINCE APRIL 174. WE ARE PLEASED WITH OUR INTEGRATED
ECONOMIC/COMMERCIAL SECTION AND BELIEVE IT IS WORTHY OF
CONSIDERATION BY OTHERS. ALL OUR OFFICERS REGULARLY
PERFORM BOTH CLASSIC ECONOMIC AND COMMERCIAL WORK. WE
FEEL THIS PATTERN OF ORGANIZATION REFLECTS REALITY OF
CURRENT SITUATION IN WHICH ALL OFFICERS SHOULD BE PRO-
MOTING U.S. EXPORTS BUT, AT SAME TIME, SHOULD BE AWARE OF

ECONOMIC/POLITICAL CONTEXT IN WHICH TRADE PROMOTION
TAKING PLACE.

3. THIS PATTERN OF ORGANIZATION HELPS ASSURE NO ONE FEELS
LIKE A SECOND-CLASS CITIZEN, TRAINS OFFICERS FOR
BROADENED SETS OF DUTIES AT SUBSEQUENT POSTS, PROVIDES A
LARGER POOL OF COMMERCIALLY-ORIENTED OFFICERS WHO CAN
ATTACK TARGETS OF EXPORT OPPORTUNITY AS THEY ARISE. IN
ADDITION, THE CONCEPTUAL INTEGRATION FACILITATES ENLISTING
OFFICERS FROM OTHER SECTIONS IN EXPORT EXPANSION EFFORT,
AND PRODUCES LARGER POOL OF OFFICERS TO DRAW UPON IN
TIMES OF STRESS.

4. TOKYO REPS WILL BE PREPARED DISCUSS SUBJECT IN MORE
DETAIL.

HODGSON UNQTE VANCE

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Message Attributes

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Current Classification: UNCLASSIFIED
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Enclosure: n/a
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